

**4 DAY  
Program**

February 7-10, 2022  
Atlanta, GA

# 2022 Surplus Lines Management



# Surplus Lines Management

**WSIA** and Emory University's Goizueta Business School partner to deliver a collaborative four-day program for managers in the wholesale and specialty insurance industry. Combining industry knowledge and world-class management training, this program prepares participants for their current and future leadership positions by examining the foundation of good management.

## WHO should attend

Any broker, managing general agent or underwriter who manages a team and a book of business. The program is particularly applicable for those transitioning into leadership roles while maintaining responsibility for their own book of business.

## WHAT to expect

- In addition to a classroom setting, participants work extensively in small groups and study group breakouts.
- Various industry leaders and Emory University's own leadership expert teach in the context of real-life settings and situations managers faces.

**"The investment and time - well worth it. After about four hours of the first day, I could tell this would benefit me for years to come."**

- JEFF FIELDS, MARKEL

## SELF-ASSESSMENT

Emory University **Associate Professor Dr. Peter Topping**, known for his expertise in leadership and organizational behavior, covers various leadership topics including managerial leadership, the Birkman Assessment, and building an effective team.

### Discover yourself, understand others

Your motivations and behaviors in a workplace differ from others'. During the program, you will:

- Take the Birkman Assessment provided by Emory University
- Develop a higher level of self-awareness and emotional intelligence and learn how to apply that to team leadership

### Build a strong, cohesive team

Dr. Topping leads participants through the best practices of building a high-performance team.

- Keys to building a team from the ground up
- How to incorporate emotional intelligence
- Effective ways to measure team performance

## MANAGEMENT

Industry leaders also serve as faculty and offer a multi-faceted experience that has immediate value and application to your career and organization.

### Learn from industry executives

The WSIA Executive Panel offers time for Q&A as industry veterans impart their best practices and knowledge.

### Manage a larger book of business

There are different types of books of business; you will learn the fundamentals are the same.

- Improve your ability to balance your book of business and your team simultaneously
- Learn how to handle accounts while seeking new opportunity

### Manage the wholesale relationship

Knowing what you need and what your partners need is essential in all relationships.

- Learn from industry leaders with years of management experience
- Walk through realistic scenarios that impact relationships within the surplus lines industry
- Apply your self-assessment results for each case study to develop problem-solving strategies

### Analyze surplus lines trends and understand regulations

- Recognize common mistakes in surplus lines regulations
- Learn how trends and pitfalls affect you and everyone in the industry

## WHEN

February 7-10, 2022

## REGISTRATION & COST

- Registration opens December 2021 at [www.wsia.org](http://www.wsia.org).
- Tuition is \$2,200 per participant.
- This fee includes all course topics, hotel accommodations and meals on-site at Emory University.

## WHERE

Goizueta Business School at Emory University • Atlanta, GA

*Shuttles are provided between the Conference Center Hotel and the sessions.*

*“It really gave an opportunity to **reflect and become more self-aware** of the things that work well for me in my behavioral style and the things I need to work on to become a more effective leader”*

— AL GERACI, RPS

*“The Surplus Lines Management Program has brought an amazing wealth. It’s been difficult to get away from the office for a week, but I definitely feel that getting away for this week was **one of the most productive weeks** I’ve spent out of the office.”*

— ASHLEY GANNE, BURNS & WILCOX

## WSIA TECHNICAL & CAREER DEVELOPMENT



4131 N. Mulberry Dr., Suite 200  
 Kansas City, MO 64116  
 816.741.3910

[wsia.org](http://wsia.org)